

Area Manager

Job ID

REQ-10089086

Oct 06, 2026

LOC_SG

About the Role

Major accountabilities:

- Deliver individual and team sales, productivity, market share, and performance targets.
- Create and execute business plans, including strategic and tactical brand plans aligned with company strategy and standards.
- Maintain existing customer relationships while identifying and developing new business opportunities.
- Allocate resources effectively and manage area sales and expense budgets.
- Act as the communication bridge between senior management and Sales Representatives
- Lead, hire, train, coach, and develop a high-performing field sales team.
- Build strong relationships with key account decision-makers, key opinion leaders, patient associations, and cross-functional partners.
- Maintain strong product and disease-area knowledge and coach the team accordingly.
- Monitor market dynamics, competitor activity, pricing intelligence, and key account developments.

Requirements

- Minimum 5 years experience delivering strong performance in the pharmaceutical or healthcare sector.
- Proven first-line people management experience
- Strong leadership, coaching, and talent development capabilities.
- A strategic, enterprise-wide mindset with the ability to interpret data and KPIs and translate insights into action.
- Demonstrated ability to lead through ambiguity and change.
- Strong communication, collaboration, stakeholder engagement, and relationship management skills.
- A track record of achieving field performance objectives.
- Experience engaging stakeholders through omnichannel approaches.

Role Requirements

Division

DIV_IM

Business Unit

Marketing

Location

LOC_SG

Site

Mapletree Business City (MBC)

Company / Legal Entity

SG04 (FCRS = SG004) Novartis Singapore Pte Ltd

Functional Area

FCT_SA
Job Type
Full time
Employment Type
Regular (Sales Manager)
Shift Work
No
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